

SIMULTANEOUS TRANSLATION FRENCH ↔ ENGLISH

CESAM CONGRESS

The strengths of the French Marine Insurance Market

WEDNESDAY 15 JUNE 2005

08.30 / 09.00	<i>Delegates to assemble in the Darwin Room (CNIT - Paris La Défense)</i>
09.00 / 10.00 P.1.	<p>Opening of the Congress by the President of Cesam, Alain Delcroix</p> <p>Congress outline, objectives and contributors by the Congress facilitator, Christian Buchet, Member of the Académie de Marine and Director of the Centre d'Etudes de la Mer</p> <p>The French Marine Insurance Market and its perspectives by the President of the Commission des Assurances Transports of the Fédération Française des Sociétés d'Assurances, Patrick de La Morinerie, Deputy Chief Executive Officer / AXA Corporate Solutions Assurance</p>
10.00 / 10.45 P.2.	<p>The French Market, why ? (A discussion in English)</p> <ul style="list-style-type: none"> - Cargo insurance : Sandra Laham / Sucden, Legal Department - Hull insurance : Vasilis Georgakopoulos / Enterprises Shipping and Trading-Greece, Risk Manager - The broker's perspective : Jean-Philippe Pagès, Managing Director / Marsh SA
10.45 / 11.15	Break
11.15 / 12.30 P.3.	<p>The French Market : the Marine Environment animated by Vianney de Chalus, Managing Director / Groupama Transport</p> <ul style="list-style-type: none"> - The International Maritime Committee: Jean-Serge Rohart, President - The Maritime Arbitration Chamber of Paris : François Arradon, President - The French Maritime Institute : Francis Vallat, President - Le Bureau Véritas : Philippe Boisson, Director of Communications / Marine Division
12.30 / 14.00	Lunch
14.00 / 15.30 P.4.	<p>The needs of the Insured : specific solutions offered by the French Market</p> <p><i>A round-table discussion with insurers (Christophe Delon, Director « Cargo » Department / Allianz Marine & Aviation France, Gaël Pinson, Hull Claims Manager / Groupama Transport) and brokers (Annie Dalion, Transport Department Manager / Gras Savoye, Olivier Renault, Managing Director / Cap Marine)</i></p>
15.30 / 16.00	Break
16.00 / 17.30 P.5.	<p>The role of the Average Agent : importance and consequences</p> <p><i>General discussion animated by Alain-Michel de La Buharaye, Manager, International Department / Cesam, with Jean-Pierre Ryckaert, Technical Consultant / Allianz Marine & Aviation France, Gilles Heligon, Director Marine & Aviation Claims / AXA Corporate Solutions Assurance, Philippe Giraud, Authorised Representative / Guian SA, Marianne Scheuber Lawyer, SCP Scheuber-Jeannin-Petel / Paris</i></p>

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THURSDAY 16 JUNE 2005

08.30 / 09.00	<i>Delegates to assemble in the Darwin Room (CNIT - Paris La Défense)</i>
09.00 / 10.30 P.6.	<p>The Average Agent : a pivotal figure</p> <p><i>A round-table discussion with Insurers (Gilles Mareuse, Managing Director / Allianz Marine & Aviation France, Franck Le Moine, Directeur de Marché - Responsable des Risques de Guerre / Caisse Centrale de Réassurances), a Banker (Guy Pasquet / Calyon), a Broker (Jean-Yves Roy / Siaci), an Insured (Guy Fages, Insurance Risk Manager, Gaz, Electricity / Total), the Paris Chamber of Commerce and Industry (to be confirmed)</i></p>
10.30 / 11.00	Break
11.00 / 12.30 P.7.	<p>The Average Agent : theory, practice and perspectives</p> <p><i>General discussion animated by Alain-Michel de La Buharaye, Manager, International Department / Cesam with a Broker (Franck Lanctuit, Director, Marine and Transport Department / Aon), an Agent (Pierre Boulart / Martin & Boulart - Bordeaux), Technical Consultants (Knud Kusche / Groupama Transport, Yann Thoraval / AXA Corporate Solutions Assurance)</i></p>
12.30 / 14.00	Lunch
14.00 / 15.00 P.8.	<p>The French Market : innovation and security</p> <p>- innovation : Optiflux by Patrice Gilbert, Managing Director / Cesam - security of the French Market by Romain Paserot, Commissaire Contrôleur des Assurances / Commission de Contrôle des Assurances, des Mutuelles et des Institutions de Prévoyance</p>
15.00 / 15.30 P.9.	<p>The Public Authorities and the carriage by sea by the Direction Générale de la Mer et des Transports du Ministère des Transports, de l'Équipement, du Tourisme et de la Mer : Marc Jacquet, Sous-Directeur des Transports Maritimes et Fluviaux - Direction des Transports Maritimes, Routiers et Fluviaux and Eric Berder, Sous-Directeur de la Sécurité Maritime à la Direction des Affaires Maritimes</p>
15.30 / 16.00 P.10.	<p>The common aim of the French Market and its Network of Average Agents by the President of Cesam, Alain Delcroix</p>
16.00 / 16.30	<p>Closing speech by the President of the Fédération Française des Sociétés d'Assurances, Gérard de La Martinière</p>